

Following is the text of a customer letter being sent to all domestic customers, excluding military and institutional customers Monday, September 27, 1993.

**J-58-G**

September 24, 1993

To Our Customers

**- Announcing -**

**Winston SELECT Standard Non-Promoted Product**

To provide you flexibility in meeting your customers' needs, we are pleased to announce the availability of Winston SELECT standard non-promotional product for all styles.

Following our Winston SELECT Buy Five Get Five Free and \$2.00 off promotional product availability, standard non-promoted product will be available on an on-going basis. Winston SELECT full flavor 85MM soft pack and 83MM box and Winston SELECT Lights 85MM soft pack, 83MM box, 100MM soft pack and Slim Light 100s box will be available for ordering September 27, 1993

All Winston SELECT full flavor and Light styles will be available in 6M cases only and be invoiced as follows:

\$323.70 per 6M case  
\$53.95 per thousand  
\$10.79 per carton

Normal terms of 3.25% discount will apply if payment is received in 14 days. All list prices are subject to change at any time.

Ordering Procedures

- Direct accounts should order the product as they do all other RJR product:
  1. Identify order with RJR Customer Services as "# cases Winston SELECT " by style
- or-
- 2. Identify order with RJR Customer Services by UPC case code.

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# PRODUCT INFORMATION

| Configuration          | Dimensions and Weights |                 |                |                 |                         |           |
|------------------------|------------------------|-----------------|----------------|-----------------|-------------------------|-----------|
|                        | UPC                    | Length<br>(In.) | Width<br>(In.) | Height<br>(In.) | Cube<br>Ft <sup>3</sup> | Weight    |
| <b>FF83 Box</b>        |                        |                 |                |                 |                         |           |
| Pack                   | 12300 71099            | 2.2047          | 0.9055         | 3.4055          |                         |           |
| Carton                 | 12300 71013            | 11.1250         | 1.8750         | 3.4375          |                         | 10.13 oz. |
| Case (6M)              | 12300 71006            | 17.3750         | 11.3125        | 11.1250         | 1.265                   | 19.8 lb.  |
| <b>FF85 Soft Pack</b>  |                        |                 |                |                 |                         |           |
| Pack                   | 12300 70999            | 2.0625          | 0.8438         | 3.3750          |                         |           |
| Carton                 | 12300 70913            | 10.6250         | 1.7813         | 3.4375          |                         | 8.67 oz.  |
| Case (6M)              | 12300 70906            | 17.6250         | 11.0625        | 11.1250         | 1.255                   | 16.0 lb.  |
| <b>LT83 Box</b>        |                        |                 |                |                 |                         |           |
| Pack                   | 12300 71299            | 2.2047          | 0.9055         | 3.4055          |                         |           |
| Carton                 | 12300 71213            | 11.1250         | 1.8750         | 3.4375          |                         | 10.13 oz. |
| Case (6M)              | 12300 71206            | 17.3750         | 11.3125        | 11.1250         | 1.265                   | 19.8 lb.  |
| <b>LT85 Soft Pack</b>  |                        |                 |                |                 |                         |           |
| Pack                   | 12300 71199            | 2.0625          | 0.8438         | 3.3750          |                         |           |
| Carton                 | 12300 71113            | 10.6250         | 1.7813         | 3.4375          |                         | 8.67 oz.  |
| Case (6M)              | 12300 71106            | 17.6250         | 11.0625        | 11.1250         | 1.255                   | 16.0 lb.  |
| <b>LT100 Soft Pack</b> |                        |                 |                |                 |                         |           |
| Pack                   | 12300 20276            | 2.0625          | 0.8438         | 4.0000          |                         |           |
| Carton                 | 12300 20277            | 10.6250         | 1.7813         | 4.0313          |                         | 10.13 oz. |
| Case (6M)              | 12300 20278            | 20.5625         | 11.0625        | 11.1250         | 1.464                   | 21.0 lb.  |
| <b>Slim LT 100 Box</b> |                        |                 |                |                 |                         |           |
| Pack                   | 12300 20165            | 2.0938          | 0.8438         | 3.9688          |                         |           |
| Carton                 | 12300 20166            | 10.5000         | 1.7813         | 4.0313          |                         | 10.27 oz. |
| Case (6M)              | 12300 20167            | 20.6875         | 11.0625        | 11.0625         | 1.465                   | 20.5 lb.  |

**KEY NOTE:** Pack UPC codes on all six styles of SELECT are the same as the pack codes communicated for the B1G1F pack offers that have been in market since July 1993.

All orders are subject to acceptance by our company and only in accordance with the terms set forth herein in our list price on invoice

**You can depend on RJR for brands that sell!**

**R. J. REYNOLDS TOBACCO COMPANY**

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